

MEMORANDUM

DATE: April 12, 1988  
TO: Denny, Randi  
FROM: Doug  
SUBJECT: ISP Seminar March 31, 1988, New York  
CC: Vicki, Nancy, Vic, Alex

Below are the results from the Evaluation Forms for the first ISP Seminar held March 31, 1988 in New York City.

Nine of the 18 attendees completed the evaluation forms. Seventeen companies attended including 3 ISP clients, 3 non clients and 11 other clients.

Sessions (Excellent = 4 and Poor = 1):

Workstation Strategies	2.9
EDI-A User View	2.9
1988 IS Survey - Preliminary Results	2.7
IS - A Vendor Point of View	3.3
ISDN & Voice Data Integration	1.7

The relative reaction to the presentations was affected, most likely by the preponderance of vendor versus user attendees. In particular the telecommunications presentation was developed to provide a top down look at the issues from a user point of view and therefore did not contain the type of detail that would be of interest to the vendor attendees.

The presentation receiving the highest rating was the shortened MAPS annual presentation given from a user perspective.

Overall Ratings (5 = High and 1 = Low):

- 3.4 - Quality of usefulness of material presented
- 3.8 - Overall format of seminar
- 4.0 - Hotel Accommodations
- 4.8 - Responsiveness of INPUT staff
- 4.0 - Seminar location
- 3.6 - Overall Seminar rating

*Randi's  
See Notes.  
Doug*

*why not all?  
This should be managed.  
We asked more then wee and Vicki protobol them as they left.*

*This ties to Vendor audience & user orientations*



The overall rating of 3.6 is only slightly above satisfactory and suggests we need to do a better job in June.

The hotel received high ratings, but there was one comment about the room being crowded.

Other:

In response to questions about a one day versus two day seminar the one day format was preferred, however, there is the concern about the two seminars being on separate coasts.

There were a few comments about the data presented. The most common comment noted the lack of trends in the data. This is a noted weakness of ISP at present.

Some attendees felt the material in some of the presentations was too broad, thus limiting the time available for discussion and the depth with which individual sub-topics were addressed.

The evaluation forms are available for review in my office. In summary I believe we passed but can do better.

MANY, MANY THANKS to Vicki, Alex and Vic for their help!

- ① Next Seminar will hopefully attract more users - Vicki and I are launching invitations process Now
- ② I will edit/review presentations more carefully.
- ③ Work to have more dialog - less lengthy presentations.
- ④ Tighten the management during the day - keep it moving -

What specific action will take place to ensure this. I need that info for sales staff. Please call me.  
Thank Randi ☺



ISP Clients  
File: ISP-88  
Direct Mail

February 10, 1988

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#### INPUT HOSTS INFORMATION SYSTEMS SEMINAR

INPUT's Information Systems Program (ISP) has been changed for 1988 to include two seminars designed to present INPUT research results first hand.

It is my pleasure to invite you to INPUT's Information Systems full-day seminar in New York City on Thursday, March 31, 1988. To be held at the Inter-Continental Hotel, this seminar will run from 8:30 a.m. to 4:00 p.m. with a hosted luncheon. The seminar is part of your ISP subscription and thus there is no charge for the first four attendees. Please take a few moments to read the enclosed agenda and return the attached registration form to insure space availability.

The objectives of this and the second seminar are to present ISP and other related INPUT research in presentation form, increase the dialog between INPUT senior staff and its clients concerning research results and plans, and create an environment where ISP clients can interact with other INPUT clients and peers in discussing today's leading information systems issues.

This first seminar meets these objectives by including presentations on:

- ISP research into workstations strategies.
- Two key aspects of today's telecommunications management challenge-- ISDN and voice/data integration.
- A user-oriented look at electronic data interchange.
- An early look at 1988 annual ISP survey results.
- A user-focused report on key vendor trends in the information services.

The speakers will include:

- Peter A. Cunningham, President of INPUT. Peter is a recognized and



often quoted observer of the information services industry. Peter founded INPUT in 1974.

- R. Dennis Wayson, Vice President--Research. Denny directs INPUT's program and custom research. He has over 20 years experience in the information systems profession and has held senior IS management positions at Sun Company and Bank of America.
- Douglas H. Tayler, Information Systems Program Manager. Doug directs INPUT's Information Systems Program. He brings 20 years of experience, having served as the senior IS executive for three Fortune 500 companies and Vice President, Product Development, for Deltak.
- Alex Graham, Principal Consultant--Communications. Alex recently joined INPUT to meet our clients' needs in the quick changing communications arena. Alex brings extensive experience in both the development and management of domestic and international voice and data networks.

Please note that the second seminar, which is scheduled in June on the West Coast, will have a totally different content and that our subscription continues to include the annual INPUT Joint Client Conference in September.

If you wish further information or would like to register by telephone, please contact Jan McDaniel, Conference Manager, at (415) 961-3300. Conference attendance is limited and will include non-INPUT clients, so register early.

I look forward to seeing you March 31.

Sincerely,

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#### INPUT HOSTS INFORMATION SYSTEMS SEMINAR

INPUT is a leader in conducting primary research on information systems trends and directions, performing analysis, and delivering that information to executives through meetings, reports, and interactive hotline services. INPUT will be presenting significant results of its recent research findings to senior information systems managers in a seminar on March 31, 1988. The results presented will be drawn from INPUT's Information Systems Program (ISP), a planning service for the IS management of large corporations.

It is my pleasure to invite you to INPUT's Information Systems full-day seminar in New York City on Thursday, March 31, 1988. To be held at the Inter-Continental Hotel, this seminar will run from 8:30 a.m. to 4:00 p.m. with a hosted luncheon. The introductory cost of \$395 is for the first attendee with additional attendees at \$195. Please take a few moments to read the enclosed agenda and return the attached registration form to insure space availability.

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- ISP research into workstations strategies.
- Two key aspects of today's telecommunications management challenge-- ISDN and voice/data integration.
- A user-oriented look at electronic data interchange.
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PROCEEDINGS OF THE CONFERENCE ON THE HISTORY OF THE UNITED STATES

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AND WAS ATTENDED BY A LARGE NUMBER OF DISTINGUISHED GUESTS

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Douglas H. Tayler  
Information Systems Program Manager

Enclosures

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1. The first part of the paper discusses the importance of the study of the history of the United States. It is argued that the study of the history of the United States is essential for a full understanding of the country and its people. The paper then goes on to discuss the various methods used by historians to study the past, including the use of primary and secondary sources, and the importance of critical thinking in the study of history.

2. The second part of the paper discusses the role of the federal government in the development of the United States. It is argued that the federal government has played a central role in the development of the country, and that its actions have shaped the course of American history. The paper then goes on to discuss the various policies and programs of the federal government, and the impact of these policies and programs on the country and its people.

3. The third part of the paper discusses the role of the states in the development of the United States. It is argued that the states have played a central role in the development of the country, and that their actions have shaped the course of American history. The paper then goes on to discuss the various policies and programs of the states, and the impact of these policies and programs on the country and its people.

4. The fourth part of the paper discusses the role of the people in the development of the United States. It is argued that the people have played a central role in the development of the country, and that their actions have shaped the course of American history. The paper then goes on to discuss the various policies and programs of the people, and the impact of these policies and programs on the country and its people.

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February 10, 1988

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#### INPUT HOSTS INFORMATION SYSTEMS SEMINAR

INPUT's Information Systems Program (ISP) includes two seminars designed to present INPUT research results first hand. The focus is INPUT's user-oriented research which we believe is of value to all of our clients.

It is my pleasure to invite you to INPUT's Information Systems full-day seminar in New York City on Thursday, March 31, 1988. To be held at the Inter-Continental Hotel, this seminar will run from 8:30 a.m. to 4:00 p.m. with a hosted luncheon. The cost to INPUT clients that do not subscribe to the ISP program is \$295 for the first attendee and \$195 for additional attendees. Please take a few moments to read the enclosed agenda and return the attached registration form to insure space availability.

The objectives of this and the second seminar are to present ISP and other related INPUT research in presentation form, increase the dialog between INPUT senior staff and its clients concerning research results and plans, and create an environment where ISP clients can interact with other INPUT clients and peers in discussing today's leading information systems issues.

This first seminar meets these objectives by including presentations on:

- ISP research into workstations strategies.
- Two key aspects of today's telecommunications management challenge-- ISDN and voice/data integration.
- A user-oriented look at electronic data interchange.
- An early look at 1988 annual ISP survey results.
- A user-focused report on key vendor trends in the information services.

The speakers will include:

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- Peter A. Cunningham, President of INPUT. Peter is a recognized and often quoted observer of the information services industry. Peter founded INPUT in 1974.
- R. Dennis Wayson, Vice President--Research. Denny directs INPUT's program and custom research. He has over 20 years experience in the information systems profession and has held senior IS management positions at Sun Company and Bank of America.
- Douglas H. Tayler, Information Systems Program Manager. Doug directs INPUT's Information Systems Program. He brings 20 years of experience, having served as the senior IS executive for three Fortune 500 companies and Vice President, Product Development, for Deltak.
- Alex Graham, Principal Consultant--Communications. Alex recently joined INPUT to meet our clients' needs in the quick changing communications arena. Alex brings extensive experience in both the development and management of domestic and international voice and data networks.

Please note that the second seminar, which is scheduled in June on the West Coast, will have a totally different content.

If you wish further information or would like to register by telephone, please contact Jan McDaniel, Conference Manager, at (415) 961-3300. Conference attendance is limited and will include non-INPUT clients, so register early.

I look forward to seeing you March 31.

Sincerely,

Douglas H. Tayler  
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2. The second part of the paper discusses the importance of the study of the history of the United States.

3. The third part of the paper discusses the importance of the study of the history of the United States.

4. The fourth part of the paper discusses the importance of the study of the history of the United States.

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2. In the second part, the existence of solutions of the system (1) is proved for arbitrary values of the parameters  $\alpha$  and  $\beta$  under the condition that the functions  $f(x)$  and  $g(x)$  satisfy certain conditions.

3. In the third part, the existence of solutions of the system (1) is proved for arbitrary values of the parameters  $\alpha$  and  $\beta$  under the condition that the functions  $f(x)$  and  $g(x)$  satisfy certain conditions.

4. In the fourth part, the existence of solutions of the system (1) is proved for arbitrary values of the parameters  $\alpha$  and  $\beta$  under the condition that the functions  $f(x)$  and  $g(x)$  satisfy certain conditions.

5. In the fifth part, the existence of solutions of the system (1) is proved for arbitrary values of the parameters  $\alpha$  and  $\beta$  under the condition that the functions  $f(x)$  and  $g(x)$  satisfy certain conditions.

6. In the sixth part, the existence of solutions of the system (1) is proved for arbitrary values of the parameters  $\alpha$  and  $\beta$  under the condition that the functions  $f(x)$  and  $g(x)$  satisfy certain conditions.

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The first of these is the  
 fact that the system is  
 not self-sufficient. It  
 requires a constant  
 supply of raw materials  
 and energy. This is  
 a major problem for  
 the system, as it is  
 not possible to produce  
 all the materials and  
 energy needed within  
 the system itself. This  
 means that the system  
 is dependent on the  
 outside world for its  
 survival. This is a  
 major weakness of the  
 system, as it makes  
 it vulnerable to external  
 shocks. For example, if  
 the price of raw materials  
 rises, the system will  
 be forced to pay more  
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 reduce its profitability.  
 This is a major problem  
 for the system, as it  
 means that the system  
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 reduce its profitability.  
 This is a major problem  
 for the system, as it  
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 is not able to control  
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2. The second part of the paper is devoted to a detailed study of the chemical evolution of life.

3. The third part of the paper is devoted to a study of the biological evolution of life.

4. The fourth part of the paper is devoted to a study of the geological evolution of life.

5. The fifth part of the paper is devoted to a study of the historical evolution of life.

6. The sixth part of the paper is devoted to a study of the future evolution of life.

7. The seventh part of the paper is devoted to a study of the philosophical evolution of life.

8. The eighth part of the paper is devoted to a study of the social evolution of life.

9. The ninth part of the paper is devoted to a study of the cultural evolution of life.

10. The tenth part of the paper is devoted to a study of the spiritual evolution of life.

11. The eleventh part of the paper is devoted to a study of the moral evolution of life.

12. The twelfth part of the paper is devoted to a study of the political evolution of life.

13. The thirteenth part of the paper is devoted to a study of the economic evolution of life.

14. The fourteenth part of the paper is devoted to a study of the legal evolution of life.

15. The fifteenth part of the paper is devoted to a study of the religious evolution of life.

16. The sixteenth part of the paper is devoted to a study of the artistic evolution of life.

17. The seventeenth part of the paper is devoted to a study of the scientific evolution of life.

18. The eighteenth part of the paper is devoted to a study of the philosophical evolution of life.

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$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(x)y,$$
 where  $A(x)$  and  $B(x)$  are matrices depending on  $x$ , and  $u$  is a vector function.

2. In the second part, we consider the case when the matrix  $A(x)$  is invertible and the matrix  $B(x)$  is nilpotent. In this case, the system of equations can be written in the form  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(x)y,$$
 where  $A(x)$  and  $B(x)$  are matrices depending on  $x$ , and  $u$  is a vector function.

3. In the third part, we consider the case when the matrix  $A(x)$  is invertible and the matrix  $B(x)$  is nilpotent. In this case, the system of equations can be written in the form  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(x)y,$$
 where  $A(x)$  and  $B(x)$  are matrices depending on  $x$ , and  $u$  is a vector function.

4. In the fourth part, we consider the case when the matrix  $A(x)$  is invertible and the matrix  $B(x)$  is nilpotent. In this case, the system of equations can be written in the form  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(x)y,$$
 where  $A(x)$  and  $B(x)$  are matrices depending on  $x$ , and  $u$  is a vector function.

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1. The first part of the paper is devoted to a general discussion of the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 2. In the second part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 3. In the third part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 4. In the fourth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 5. In the fifth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 6. In the sixth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 7. In the seventh part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 8. In the eighth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 9. In the ninth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.  
 10. In the tenth part the problem of the existence of solutions of the system of equations  

$$\frac{dx}{dt} = A(x)u, \quad \frac{dy}{dt} = B(y)v,$$
 is considered, where  $A(x)$  and  $B(y)$  are matrices depending on  $x$  and  $y$  respectively, and  $u$  and  $v$  are control functions. It is shown that under certain conditions the system has a solution for any initial conditions.

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1. The first part of the paper discusses the importance of maintaining accurate records of all transactions. It emphasizes that proper record-keeping is essential for the success of any business or organization.

2. The second part of the paper describes the various methods used to collect and analyze data. It includes a detailed explanation of the experimental procedures and the statistical techniques employed.

3. The third part of the paper presents the results of the study. It shows that the data collected over a period of six months clearly indicates a significant correlation between the variables studied.

4. The fourth part of the paper discusses the implications of the findings. It suggests that the results could be used to improve the efficiency of the processes involved and to make more informed decisions.

5. The fifth part of the paper concludes the study and offers some final thoughts on the importance of the research. It states that the findings are promising and warrant further investigation.

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2. The second part of the paper is a detailed analysis of the problem. It begins with a brief review of the existing literature, followed by a statement of the author's objectives. The main body of the paper is devoted to a detailed analysis of the problem, which is divided into several sections. Each section contains a series of numbered points, which are further elaborated upon in the text. The author concludes the paper with a summary of the findings and a list of references.

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### THEORY OF THE CASE

1. The first point to be made is that the defendant is not a minor.

2. The second point is that the defendant is not a minor.

3. The third point is that the defendant is not a minor.

4. The fourth point is that the defendant is not a minor.

5. The fifth point is that the defendant is not a minor.

6. The sixth point is that the defendant is not a minor.

7. The seventh point is that the defendant is not a minor.

8. The eighth point is that the defendant is not a minor.

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18. The eighteenth point is that the defendant is not a minor.

19. The nineteenth point is that the defendant is not a minor.

20. The twentieth point is that the defendant is not a minor.

21. The twenty-first point is that the defendant is not a minor.

22. The twenty-second point is that the defendant is not a minor.

23. The twenty-third point is that the defendant is not a minor.

24. The twenty-fourth point is that the defendant is not a minor.

25. The twenty-fifth point is that the defendant is not a minor.

26. The twenty-sixth point is that the defendant is not a minor.

27. The twenty-seventh point is that the defendant is not a minor.

28. The twenty-eighth point is that the defendant is not a minor.

29. The twenty-ninth point is that the defendant is not a minor.

30. The thirtieth point is that the defendant is not a minor.

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Received of the  
Hon. Secy. of the Navy  
Washington, D.C.  
June 17, 1900

Dear Sir:  
I have the honor to acknowledge  
the receipt of your letter of  
June 15, 1900.

I am sorry to hear that  
you are not well, and  
trust you will soon be  
able to resume your  
duties.

I am, Sir, very respectfully,  
Your obedient servant,  
John D. Long

Enclosed for you are  
two copies of the  
report of the  
Commissioner of the  
General Land Office,  
dated June 1, 1900.

I am, Sir, very respectfully,  
Your obedient servant,  
John D. Long

I am, Sir, very respectfully,  
Your obedient servant,  
John D. Long

I am, Sir, very respectfully,  
Your obedient servant,  
John D. Long

I am, Sir, very respectfully,  
Your obedient servant,  
John D. Long

I am, Sir, very respectfully,  
Your obedient servant,  
John D. Long

Very respectfully,  
John D. Long



- index84. Ms. Martha Creech  
Venture Analyst  
U.S. WEST - DIVERSIFIED  
Suite 210  
9785 Maroon Circle  
Englewood, CO 80112  
Ms. Creech  
(303) 649-4604
- index85. Ms. Sally Smith  
U.S. WEST INC.  
7800 E. Orchard Road  
Suite 480  
Englewood, CO 80111  
Ms. Smith  
(303) 793-6633
- index86. Mr. Paul D. Oesterle  
Asst. Dir., Corporate Info. Systems  
UNION CAMP CORPORATION  
1600 Valley Road  
Wayne, NJ 07470  
Mr. Oesterle  
(201) 628-2672
- index87. Mr. C. F. Stark  
MIS Manager  
UNION CARBIDE CORPORATION  
Int'l Petrochemical Division  
Building 2000, 1st Floor  
South Charleston, WV 25303  
Mr. Stark  
(304) 747-4908
- index88. Mr. J. W. Fox  
Dir., Planning Implementation  
UNION PACIFIC RAILROAD COMPANY  
210 North 13th Street  
Room 300  
St. Louis, MO 63103  
Mr. Fox  
(314) 622-2406
- index89. Ms. Cynthia Hull  
Manager of Planning  
UNISYS  
Systems & Support Group  
8201 Greensboro Drive  
McLean, VA 22102  
Ms. Hull  
(703) 556-9800

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- index90. Ms. Suzanne Swenson  
Manager, Marketing Research  
UNISYS  
Systems and Support Group  
8201 Greensboro Drive  
McLean, VA 22102  
Ms. Swenson
- index91. Mr. Jim Tully  
Director, Strategic Planning  
UNISYS FEDERAL PRODUCTS DIVISION  
8008 Westpark Drive  
McLean, VA 22102  
Mr. Tully  
(703) 556-5487
- index92. Mr. William H. Shipman  
Mgr., Customer Service Traffic  
UNITED FOODS, INC.  
P.O. Box 119  
Bells, TN 38006  
Mr. Shipman  
(901) 422-7600
- index93. Mr. Richard West  
Asst. VP, Info. Systems and Services  
UNIVERSITY OF CALIFORNIA  
2199 Addison Street  
11A University Hall  
Berkeley, CA 94720  
Mr. West  
(415) 642-2646
- index94. Mr. S. A. Arnold  
Manager Accounts Receivable  
UNOCAL REFINING & MARKETING DIV.  
1650 East Golf Road  
Shaumburg, IL 60196  
Mr. Arnold  
(312) 885-5849
- index95. Mr. Timothy F. Shaw  
Vice President  
VIAR & COMPANY  
300 N. Lee Street  
Alexandria, VA 22314  
Mr. Shaw  
( ) 683-0885
- index96. Mr. Dennis Kreter  
VIRGINIA POWER AND ELECTRIC  
P.O. Box 2666  
Richmond, VA 23261  
Mr. Kreter  
(804) 771-4550

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- index97. Mr. Donald Zink  
Systems Product Manager  
VWR SCIENTIFIC  
P.O. Box 7900  
San Francisco, CA 94120  
Mr. Zink  
(415) 330-4058
- index98. Mr. Robert L. Konrad  
Corporate Info Systems Director  
WANG LABORATORIES  
1 Industrial Avenue  
Lowell, MA 01851  
Mr. Konrad  
(617) 967-2490
- index99. Mr. Bruce Anderson  
WELSH, CARSON, ANDERSON & STOWE  
One World Financial Center  
200 Liberty Street #3601  
New York, NY 10281  
Mr. Anderson  
(212) 945-2000
- index100. Mr. Martin McCarthy  
Vice President  
WESTERN UNION  
1 Lake Street  
Upper Saddle River, NJ 07458  
Mr. McCarthy  
(201) 825-6177
- index101. Mr. Joseph F. Norton  
Vice President  
WESTERN UNION  
One Lake Street  
Upper Saddle River, NJ 07458  
Mr. Norton  
(201) 825-6210
- index102. Mr. Herman Schuter  
Director, Data Center Service  
WESTINGHOUSE BROADCASTING  
38 Wellington Road  
Milford, CT 06460  
Mr. Schuter  
(203) 878-7779
- index103. Mr. John Pendrak  
EDI Project Manager  
WESTINGHOUSE ELECTRONICS  
Ardmore at Brinton Road  
Pittsburgh, PA 15221  
Mr. Pendrak  
(412) 244-6512

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- index104. Mr. Tom Puente  
Service Marketing Representative  
WESTWOOD COMPUTER CORPORATION  
155 Route 22 East  
Springfield, NJ 07081  
Mr. Puente  
(201) 376-4242
- index105. Mr. Don Hanset  
Unit Manager  
WEYERHAEUSER INFORMATION SYSTEMS  
Tacoma, WA 98477  
Mr. Hanset  
(206) 924-7079
- index106. Ms. Lorraine H. George  
Manager, Market Research  
WEYERHAEUSER INFORMATION SYSTEMS  
Tacoma, WA 98477  
Ms. George  
(206) 924-4400  
Mr. David H. Crocker  
V.P., Software Engineering  
WOLLONGONG GROUP, THE  
1129 San Antonio Road  
Palo Alto, CA 95303  
Mr. Crocker  
(415) 962-7100
- index107. Mr. Robert M. Faulkner  
Software Analyst  
WOOD GUNDY CORPORATION  
100 Wall Street  
New York, NY 10005  
Mr. Faulkner  
(212) 344-0633
- index108. Mr. Scott Dannison  
Corporate Business Development  
XEROX CORPORATION  
101 Continental Blvd.  
M/S XC-8-81  
El Segundo, CA 90245  
Mr. Dannison  
(213) 333-2409
- index109. Mr. Michael E. Cunnane  
Business Systems Interface Manager  
ZAYRE CORPORATION  
770 Cochituate Road  
Framingham, MA 01701  
Mr. Cunnane  
(617) 620-5000





File ISP Seminar  
+ date  
received  
for filing  
4/24/88

# 1988 INPUT ISP Seminar

## Evaluation Form

We request your help in evaluating the seminar. Please complete this brief questionnaire and return it at the end of the day to Nancy Hill or leave on the table outside the meeting room.

Thank you!

Company Name AAT

Your Name (optional) Tracy Tujillaro

1. Please evaluate each session/presentation:

	EXCELLENT	GOOD	FAIR	POOR
Work Station Strategies	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EDI—A user View	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1988 Information Systems Survey	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
IS—A Vendor Point of View	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ISDN & Voice/Data Integration	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

context: good  
presentation - unclear

Comments on the above sessions:

- you're better if you have more...
- most of the time is processing and in locations -  
don't (not as much) relevant)
- some of the data seems soft
- most of the material comes from individuals  
vendors (e.g., Oracle) and it's more  
about teaching outside organizations.

2. Please rate the following on a scale of 1 (low) to 5 (high):

<u>3</u>	Quality of usefulness of material presented
<u>4</u>	Overall format of seminar
<u>4</u>	Hotel accommodations
<u>3</u>	Responsiveness of INPUT staff
<u>4</u>	Seminar location
<u>3</u>	Overall seminar rating

3. In order to provide maximum benefit to your firm, would a two day seminar be more beneficial than 2, one day seminars?

*no*

4. What month(s) would you suggest the conference(s) be held?

5. What did you appreciate most about the seminar?

*focus on new drinks technology*

6. What did you least appreciate about the seminar?

*staff seemed annoyed by audience  
input (maybe they just had a lot of  
input over the course)*

7. What seminar changes/improvements would you suggest?

*I like a one-day format.  
The vendors & talks were good.  
I did cover a lot of the data  
more thoroughly.*

Thank you. Please return this completed form to Nancy Hill at the end of the final session or leave it on the table outside of the meeting room.

# 1988 INPUT ISP Seminar

## Evaluation Form

We request your help in evaluating the seminar. Please complete this brief questionnaire and return it at the end of the day to Nancy Hill or leave on the table outside the meeting room.

Thank you!

Company Name D H & S

Your Name (optional) Joe May

1. Please evaluate each session/presentation:

	EXCELLENT	GOOD	FAIR	POOR
Work Station Strategies	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EDI—A user View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1988 Information Systems Survey	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
IS—A Vendor Point of View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ISDN & Voice/Data Integration	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Comments on the above sessions:

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INPUT

2. Please rate the following on a scale of 1 (low) to 5 (high):

<u>4</u>	Quality of usefulness of material presented
<u>3</u>	Overall format of seminar
<u>4</u>	Hotel accommodations
<u>5</u>	Responsiveness of INPUT staff
<u>4</u>	Seminar location
<u>4</u>	Overall seminar rating

3. In order to provide maximum benefit to your firm, would a two day seminar be more beneficial than 2, one day seminars?

No - except only half subjects avail on  
east coast.

4. What month(s) would you suggest the conference(s) be held?

2 - 4th month -

5. What did you appreciate most about the seminar?

Discussion

6. What did you least appreciate about the seminar?

Crowded -

7. What seminar changes/improvements would you suggest?

Need better mix of users and  
vendors -

Thank you. Please return this completed form to Nancy Hill at the end of the final session or leave it on the table outside of the meeting room.

# 1988 INPUT ISP Seminar

## Evaluation Form

We request your help in evaluating the seminar. Please complete this brief questionnaire and return it at the end of the day to Nancy Hill or leave on the table outside the meeting room.

Thank you!

Company Name UNISys

Your Name (optional) Ray Kane

1. Please evaluate each session/presentation:

	EXCELLENT	GOOD	FAIR	POOR
Work Station Strategies	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EDI—A user View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1988 Information Systems Survey	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
IS—A Vendor Point of View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ISDN & Voice/Data Integration	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Comments on the above sessions:

2. Please rate the following on a scale of 1 (low) to 5 (high):

<u>3</u>	Quality of usefulness of material presented
<u>4</u>	Overall format of seminar
<u>—</u>	Hotel accommodations
<u>4</u>	Responsiveness of INPUT staff
<u>5</u>	Seminar location
<u>3</u>	Overall seminar rating

3. In order to provide maximum benefit to your firm, would a two day seminar be more beneficial than 2, one day seminars?

This was only a one day seminar

4. What month(s) would you suggest the conference(s) be held?

Early - March is fine

5. What did you appreciate most about the seminar?

Info Systems - Vendor point of view.

The Smoked Salmon was Super!!

6. What did you least appreciate about the seminar?

Low ability to dig deep into numbers to get

at the heart of an issue

7. What seminar changes/improvements would you suggest?

More depth —

Thank you. Please return this completed form to Nancy Hill at the end of the final session or leave it on the table outside of the meeting room.

# 1988 INPUT ISP Seminar

## Evaluation Form

We request your help in evaluating the seminar. Please complete this brief questionnaire and return it at the end of the day to Nancy Hill or leave on the table outside the meeting room.

Thank you!

Company Name GE INFORMATION SERVICES

Your Name (optional) GARY SENESE

1. Please evaluate each session/presentation:

	EXCELLENT	GOOD	FAIR	POOR
Work Station Strategies	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EDI—A user View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1988 Information Systems Survey	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
IS—A Vendor Point of View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ISDN & Voice/Data Integration	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Comments on the above sessions:

Alex Graham - TOO DRY - MONOTONE - MONO FACE

2. Please rate the following on a scale of 1 (low) to 5 (high):

<u>4</u>	Quality of usefulness of material presented
<u>4</u>	Overall format of seminar
<u>5</u>	Hotel accommodations
<u>5</u>	Responsiveness of INPUT staff
<u>5</u>	Seminar location
<u>4</u>	Overall seminar rating

3. In order to provide maximum benefit to your firm, would a two day seminar be more beneficial than 2, one day seminars?

*No*

4. What month(s) would you suggest the conference(s) be held?

5. What did you appreciate most about the seminar?

6. What did you least appreciate about the seminar?

7. What seminar changes/improvements would you suggest?

Thank you. Please return this completed form to Nancy Hill at the end of the final session or leave it on the table outside of the meeting room.

**INPUT**



# 1988 INPUT ISP Seminar

## Evaluation Form

We request your help in evaluating the seminar. Please complete this brief questionnaire and return it at the end of the day to Nancy Hill or leave on the table outside the meeting room.

Thank you!

Company Name Control Data Corporation

Your Name (optional) Hans Keppen

1. Please evaluate each session/presentation:

	EXCELLENT	GOOD	FAIR	POOR
1 Work Station Strategies	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2 EDI—A user View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3 1988 Information Systems Survey	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4 IS—A Vendor Point of View	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5 ISDN & Voice/Data Integration	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Comments on the above sessions:

Session 1: Too superficial from computer vendor  
point of view. Would like to see more trend data, better  
definition of terminology and classification, more strategic  
anticipation on future trends.

Session 2: Would like to see more revenue forecast and  
international data.

Session 3: Good start but again on a too general level.  
Questions in survey should be more focused and probe deeper  
(not in detail but to get at the heart of the issues).

Session 4: Very good. Trends, focused and in depth!

Session 5: You have to do more homework before  
presenting this

INPUT

2. Please rate the following on a scale of 1 (low) to 5 (high):

3 Quality of usefulness of material presented  
5 Overall format of seminar  
5 Hotel accommodations (Inter Continentals are Great! Food was  
4 Responsiveness of INPUT staff  
5 Seminar location  
4 Overall seminar rating

Some data I feel uncomfortable about because I'm not at all convinced that it's statistically valid, or even based on statistics.

3. In order to provide maximum benefit to your firm, would a two day seminar be more beneficial than 2, one day seminars?

One-day seminars best if given close to my location; 2-day ones best if given far away

4. What month(s) would you suggest the conference(s) be held?

March, April, May, November

5. What did you appreciate most about the seminar?

• Small-sized audience/Easy to participate as attendees.  
• lunch was great

6. What did you least appreciate about the seminar?

• No federal government data/discussion  
• No trending data presented (this really makes data unconvincing)

7. What seminar changes/improvements would you suggest?

• More time for questions during individual presentations  
• Trending data

Thank you. Please return this completed form to Nancy Hill at the end of the final session or leave it on the table outside of the meeting room.

# 1988 INPUT ISP Seminar

New York 3/31/88

## Evaluation Form

We request your help in evaluating the seminar. Please complete this brief questionnaire and return it at the end of the day to Nancy Hill or leave on the table outside the meeting room.

Thank you!

Company Name Electronic Data Systems

Your Name (optional) Ellen Lamagna

1. Please evaluate each session/presentation:

	EXCELLENT	GOOD	FAIR	POOR
Work Station Strategies	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EDI—A user View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1988 Information Systems Survey	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
IS—A Vendor Point of View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
ISDN & Voice/Data Integration	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Comments on the above sessions:

"Workstation Strategies": There were many questions from audience on who was in survey bases, it would be nice to have a few charts discussing who INPUT talked to, the distribution of companies, etc.

"EDI: A User View": Some federal government market data and/or network data would enhance the discussion/presentation

INPUT tends to do very general research, which is difficult to use as credible information for my research customers. I understand INPUT's dilemma as a research company, but I think INPUT should attempt to cut the data to fit different needs.

**INPUT**

2. Please rate the following on a scale of 1 (low) to 5 (high):

- |          |   |
|----------|---|
| <u>3</u> | Quality of usefulness of material presented |
| <u>3</u> | Overall format of seminar                   |
| <u>4</u> | Hotel accommodations                        |
| <u>5</u> | Responsiveness of INPUT staff               |
| <u>4</u> | Seminar location                            |
| <u>3</u> | Overall seminar rating                      |

3. In order to provide maximum benefit to your firm, would a two day seminar be more beneficial than 2, one day seminars?

No

4. What month(s) would you suggest the conference(s) be held?

February/March

5. What did you appreciate most about the seminar?

Material on future trends, growth and size of markets

6. What did you least appreciate about the seminar?

Average level of what was presented does not meet my requirements from a computer manufacturer strategic planning point of view.

7. What seminar changes/improvements would you suggest?

See comments at reverse side

+ Would like to see a more international as opposed to domestic U.S. content.

Thank you. Please return this completed form to Nancy Hill at the end of the final session or leave it on the table outside of the meeting room.

INPUT

# 1988 INPUT ISP Seminar

## Evaluation Form

We request your help in evaluating the seminar. Please complete this brief questionnaire and return it at the end of the day to Nancy Hill or leave on the table outside the meeting room.

Thank you!

Company Name \_\_\_\_\_

Your Name (optional) \_\_\_\_\_

1. Please evaluate each session/presentation:

	EXCELLENT	GOOD	FAIR	POOR
Work Station Strategies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EDI—A user View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1988 Information Systems Survey	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
IS—A Vendor Point of View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ISDN & Voice/Data Integration	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Comments on the above sessions:

*The presenters did a quality job. I did not get any revelations from the Seminar.*

2. Please rate the following on a scale of 1 (low) to 5 (high):

<u>3</u>	Quality of usefulness of material presented
<u>3</u>	Overall format of seminar
<u>3</u>	Hotel accommodations
<u>4</u>	Responsiveness of INPUT staff
<u>3</u>	Seminar location
<u>3</u>	Overall seminar rating

3. In order to provide maximum benefit to your firm, would a two day seminar be more beneficial than 2, one day seminars?

NO

4. What month(s) would you suggest the conference(s) be held?

ANY

5. What did you appreciate most about the seminar?

IS-VENDOR POINT OF VIEW  
PRESENTATION AND ELABORATION  
WITH QUESTIONS WAS VALUABLE

6. What did you least appreciate about the seminar?

TELECOMMUNICATIONS PITCH  
PROVIDED NO VALUE

7. What seminar changes/improvements would you suggest?

SHOW MORE RELEVANCE - AFTER SHARING DATA  
TRY TO SUGGEST WHAT IT MIGHT MEAN TO US  
AND HOW WE MIGHT INTERPRET / ACT ON THE  
INFORMATION TO STAY AHEAD OF NEEDS

Thank you. Please return this completed form to Nancy Hill at the end of the final session or leave it on the table outside of the meeting room.

# 1988 INPUT ISP Seminar

## Evaluation Form

We request your help in evaluating the seminar. Please complete this brief questionnaire and return it at the end of the day to Nancy Hill or leave on the table outside the meeting room.

Thank you!

Company Name GE Consulting Services.

Your Name (optional) TERRY BUTLER

1. Please evaluate each session/presentation:

	EXCELLENT	GOOD	FAIR	POOR
Work Station Strategies	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EDI—A user View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1988 Information Systems Survey	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
IS—A Vendor Point of View	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ISDN & Voice/Data Integration	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Comments on the above sessions:

All of them need more depth of numbers. It appears  
that extensive questionnaires were used to gather  
data but only superficial results were presented.



2. Please rate the following on a scale of 1 (low) to 5 (high):

<u>4</u>	Quality of usefulness of material presented
<u>4</u>	Overall format of seminar
<u>N/A</u>	Hotel accommodations
<u>5</u>	Responsiveness of INPUT staff
<u>3</u>	Seminar location
<u>4</u>	Overall seminar rating

3. In order to provide maximum benefit to your firm, would a two day seminar be more beneficial than 2, one day seminars?

NO

4. What month(s) would you suggest the conference(s) be held?

SAME (MARCH/APRIL)

5. What did you appreciate most about the seminar?

BREADTH OF PRESENTATIONS

6. What did you least appreciate about the seminar?

SEE BELOW

7. What seminar changes/improvements would you suggest?

EACH SET OF CHART/PRESENTATION  
SHOULD HAVE A GLOSSARY OF  
ACRONYMS AT END OF SECTION

Thank you. Please return this completed form to Nancy Hill at the end of the final session or leave it on the table outside of the meeting room.

**INPUT**



# 1988 INPUT ISP Seminar

## Evaluation Form

We request your help in evaluating the seminar. Please complete this brief questionnaire and return it at the end of the day to Nancy Hill or leave on the table outside the meeting room.

Thank you!

Company Name Martin Marietta

Your Name (optional) Steve Thomson

1. Please evaluate each session/presentation:

	EXCELLENT	GOOD	FAIR	POOR
Work Station Strategies	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EDI—A user View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1988 Information Systems Survey	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
IS—A Vendor Point of View	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ISDN & Voice/Data Integration	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Comments on the above sessions:

2. Please rate the following on a scale of 1 (low) to 5 (high):

<u>4</u>	Quality of usefulness of material presented
<u>4</u>	Overall format of seminar
<u>3</u>	Hotel accommodations
<u>4</u>	Responsiveness of INPUT staff
<u>3</u>	Seminar location
<u>4</u>	Overall seminar rating

3. In order to provide maximum benefit to your firm, would a two day seminar be more beneficial than 2, one day seminars?

1 Day O.K.

4. What month(s) would you suggest the conference(s) be held?

NO PREFERENCE

5. What did you appreciate most about the seminar?

QUALITY OF PRESENTATIONS

6. What did you least appreciate about the seminar?

HOTEL COST

7. What seminar changes/improvements would you suggest?

Thank you. Please return this completed form to Nancy Hill at the end of the final session or leave it on the table outside of the meeting room.